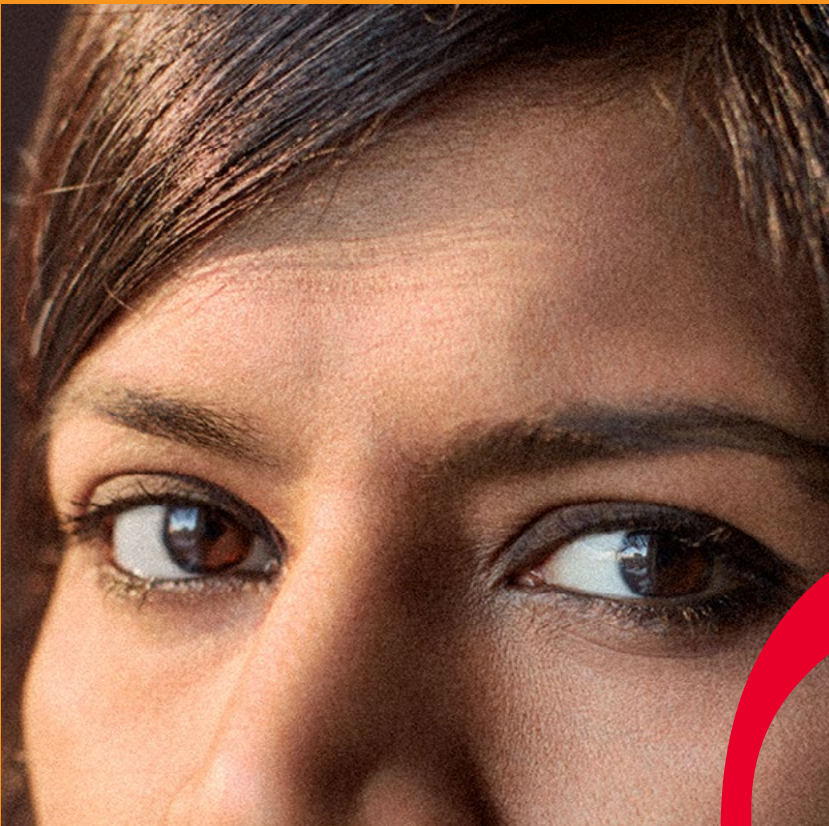


Because business  
is the greatest  
platform for  
change



McGill





Why McGill  
Desautels? →

# The future belongs to those who ... Dare

At the McGill Desautels Faculty of Management, we take pride in our reputation for outstanding teaching and innovative research. Year after year, rankings of the world's top business schools affirm the calibre of talent and achievement within our programs. Yet there is nothing that fills me with greater pride than witnessing the contributions of individual students. They come from more than 75 countries around the world in pursuit of a vision that extends far beyond the bottom line. More than any other generation before them, they recognize the unlimited potential of business to help people flourish. At McGill Desautels, we aim to equip these students with the skills and experiences they need to make lasting impact. Before they graduate, they tackle complex challenges in data analytics and other expanding areas of management. They learn to make decisions based on what is sustainable, not just what is profitable. They leverage their entrepreneurial skills to found businesses that disrupt entire industries. They achieve extraordinary success, because they dare to do things differently—and the future belongs to those who dare.



**Yolande E. Chan**  
Dean, McGill Desautels Faculty of Management



# Our MBA program

In business education, as in business, what works today will not necessarily work tomorrow. There's nothing traditional or expected about the way we have redesigned our MBA program. There can't be, if we expect our students to compete at the highest level in a rapidly changing business environment. We recognize that each one of the 80 students in our incoming MBA classes comes to us with a diverse background, skill set, and vision for the future. The mid-career student who aims to move to a higher rung of leadership within her organization will have distinctly different needs from the student who seeks to leverage his MBA to blaze a new career path in a new country. Our one-year and two-year program options take this diversity of need into account. We also recognize that employers are hungry for a set of skills that most MBA programs have historically neglected to teach, like AI, financial technology, data analysis, and design thinking. When the market speaks, we listen. With flexible specializations, our students can personalize the content of their degrees to gain a competitive edge. Our MBA program charts its own course because we expect our students to do the same.



**John-Paul Ferguson**  
Director, MBA Program

Dare to launch  
the next phase of  
your career —→

# Dare to chart your own course



One year or two? Choose between our 48-credit and 54-credit programs, keeping in mind that every student begins at the same time and takes the same number of classes. The difference in credits comes down to the time you spend in the internship, not the classroom. The 48-credit program can be completed in 12 months. The 54-credit takes 20 months, though many students accelerate it to finish in 16.

Length	Fall	Winter	Summer		
1 Year 48 Credits	Core	Electives	Electives	Fall	Winter
2 Year 54 Credits	Core	Electives	Internship*	Electives	Electives

\*Internship can be completed any time after the core.

## Base camp

Our intensive, one-week workshop ensures that everyone begins their MBA with a basic level of quantitative competency.

- Business Math
- Financial Accounting

## Select a specialization

Align your program with your passion by choosing up to two specializations:

- Business Analytics
- Entrepreneurship
- Finance
- Global Strategy & Leadership
- Marketing

## The core

The McGill Desautels' MBA program integrates sustainability into our core courses, from accounting to operations. We strive to provide an outstanding learning experience for the next generation of change-makers through interactive lectures and case studies which form the basis of our foundational courses:

Business Fundamentals		Leadership
<b>MODULE 1</b> Accounting Economics Information systems Operations Statistics	<b>MODULE 2</b> Finance Marketing Organizational Behaviour Strategy	<b>MODULE 3</b> Leadership and Professional Skills Real Time Decisions

## Build a professional network. Learn new perspectives.

It's not enough to hone these skills in the months leading up to graduation. From interviewing for internships to leveraging connections from networking events, you need them from **day one**. Our mandatory Leadership and Professional Skills course brings in coaches, researchers, and other industry experts to help position you for professional success.

**Integration classes** provide a unique opportunity to apply core skills by partnering with a real company to solve a current problem.

Our **Real-time Decisions** class pairs you with a company to make a strategic decision. You'll have several weeks to research the company's business problem before diving in.

### Experiential learning brings learning to life in a real-world setting

**10-day international study trip** → Improve your global fluency through company visits and networking events in a foreign context.

**Exchanges** → Gain a new perspective by studying at another top business school overseas.

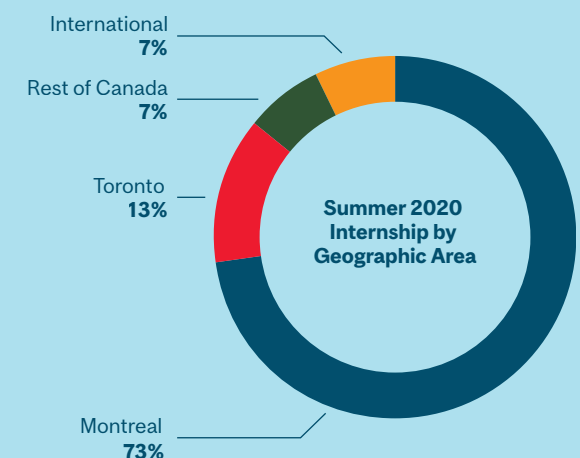
**Practicum** → Complete a specialized project under the guidance of an accomplished faculty member.

**Internships** → Build practical work experience to leverage in your future career.

## Make an impact on the business world.

Our MBA students land competitive internships in a diversity of settings, from major international companies to growing local startups. With the support of our Career Services team, they discover unique opportunities to explore their career options while contributing to a larger mission.

**100%** of full-time MBA students seeking employment were employed for a Summer internship







# Our students Dare to learn differently —————>

“I’ve chosen to pursue an MBA in order to move my career in a more meaningful direction. McGill Desautels is helping me prepare for a future in consulting, where I plan to help companies build a more diverse, inclusive culture. I’ve appreciated the ways that my classes, especially in finance, have bridged the practical and the theoretical to provide a test-run for the next stage of my career. The experiential opportunities have also been extremely valuable. From travelling internationally for a case competition to having lunch with the CEO of a major Canadian bank, I’ve experienced things I never would have dreamed of in my time at McGill Desautels.”

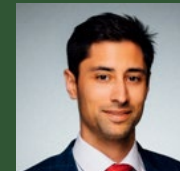
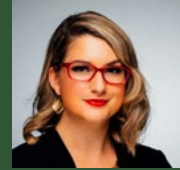
**Yuan Chu Zi Lao (Canada)**

FINANCE

“While my engineering experience imparted a certain level of proficiency in analytics, I was eager to expand my knowledge and grow professionally at McGill Desautels. From courses that focus on developing competence in analytical tools and software to hands-on experience in consulting projects, my MBA program has given me a great deal of experience in a short period of time. The program provides unparalleled opportunities to learn in a very flexible, collaborative environment and leverage what I’m learning in the workplace.”

**Guillermo Simonet Romero (Chile)**

ANALYTICS



“Today’s MBA students are tomorrow’s leaders. We are the ones who will ultimately make decisions to lead the transition to renewable energy, fair employment practices, gender parity, and lower carbon emissions. It’s important to make sustainability the norm now so that these decisions become second nature. Otherwise, we will stick the next generation with problems we neglected to solve because the solutions didn’t directly contribute to next year’s bottom line. Pursuing long-term sustainability requires patience, persistence, and quite a bit of grit. Fortunately, McGill Desautels prepares leaders to take on the challenge.”

**Jackie Hudspeth (USA)**

SUSTAINABILITY

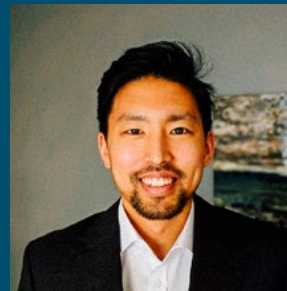
“My STEM background gave me an excellent foundation for solving problems, but I had tunnel vision. I didn’t understand what was involved in making decisions and leading people. In a short time, my MBA experience has retrained my brain to think differently. Engineering is a very black-and-white world, so I have had to learn to accept that there’s not always one right answer in business. As I discover all the facets that go into making complex decisions, and have countless opportunities to put that knowledge into practice, I’m preparing to become a leader in my industry.”

**Ugo Umeano (Nigeria)**

STEM



# Alumni —→ who Dare



## Sustainability

“McGill Desautels MBA helped me achieve fluency in strategy, finance, analytics, and other key aspects of business.”

I first became mindful of sustainability issues while teaching English to students in a small village in Cameroon through the PeaceCorps. I quickly realized that because of the unreliable power grid, my students didn't have enough electricity to complete their homework at night. From that point onward, I started thinking about access to different kinds of energy. But while my interest in renewable energy sources was piqued, I didn't have any background in business. What my McGill Desautels MBA helped me achieve is fluency in strategy, finance, analytics, and other key aspects of business. I also had the opportunity to complete a project comparing the business growth of two solar companies. The earlier MBA students can reflect on sustainability issues through projects like these, the better prepared we will be to assume leadership roles. Today, I spearhead business development efforts for a leading global player in the solar, biofuels, lithium-ion battery, and energy storage sectors. My company helps other companies and their employees invest directly in renewable energies. Not long ago, I read that by 2050, 50% of global electricity will be generated by renewable energy sources. The world will look entirely different 30 years down the road, and I'll be equipped to make decisions in that new world.

Justin Park (USA)  
MBA'18

11



## Finance

“I came to McGill Desautels to invest in my future, and it's paying off.”

Finance is embedded in so many parts of our lives. We use finance to quantify funding needs, help businesses through stages of growth, and prioritize investments that make a positive impact on the community. My McGill Desautels MBA enables me to analyze and solve problems by looking at the world through the lens of finance. In retrospect, I wish I could have taken even more courses than I did during my time at McGill. I directly apply the strategies and perspectives I learned from classes like Pensions Investing in my current role as an investment analyst for a large pension plan. Outside of the classroom, I had the opportunity to participate in case competitions to devise solutions for pressing social and environmental challenges. It was an unforgettable experience to bring home the Net Impact Sustainability challenge trophy after competing against teams from all over North America. Ultimately, this real-world experience equipped me with the skills, network, and confidence to transition out of student life into a successful career. The fact that I learned alongside an international group of students with diverse viewpoints only added to the experience. Thanks to my peers, I graduated with a better grasp of what leadership looks like in dozens of countries around the world. I came to McGill Desautels to invest in my future, and it's paying off.”

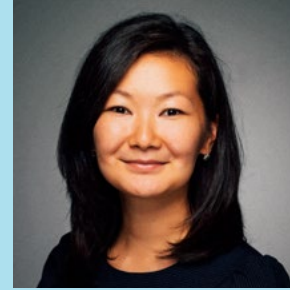
Mehreen Haider (Pakistan)  
MBA'19

Dare





# Alumni —→ who Dare



## Analytics

“At McGill Desautels, I gained the tools I needed to fill in the gaps in my knowledge.”

In every company, you need someone who can analyze data in order to make predictions, automate and optimize processes, and solve any number of problems to make things run smoothly. I decided to pursue an MBA at McGill Desautels when I was working for an energy company in an analytics role. I had some skills in manipulating data, but most of my work was very industry-specific. I knew I had so much more to learn. At McGill Desautels, I gained the tools I needed to fill in the gaps in my knowledge. Each one of my analytics classes equipped me with technical skills and challenged me to apply them to case studies and projects in creative ways. One of the most rewarding parts of the MBA experience was the opportunity to solve problems in groups. Some of my classmates had a background in programming, others in strategy. Everyone brought something different to the group and benefited from each other's expertise. The Business Analytics concentration at McGill Desautels has had several cohorts of analytics students who have gone on to land fantastic jobs. After graduation, I accepted an offer from Amazon to work in the field of supply chain management. Thanks to my MBA, I've developed the skills and background to take on a new challenge. I'm seeing results.

**Anastasia Budaeva (Russia)**  
MBA'20



## Entrepreneurship

“Becoming an entrepreneur has been the most fulfilling experience of my life.”

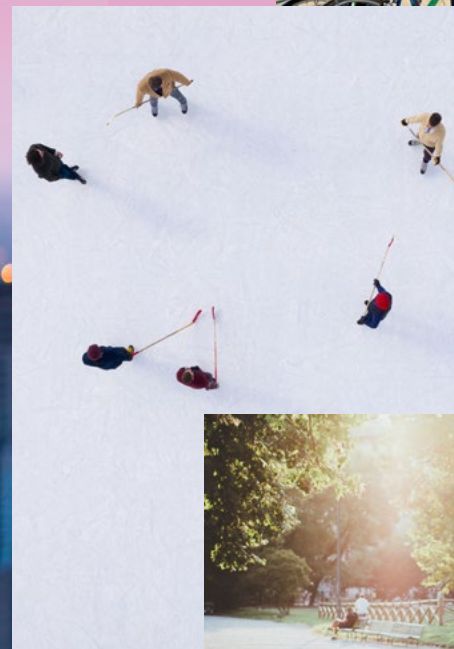
I discovered my passion for retail innovation and entrepreneurship at McGill Desautels. As an MBA student, I co-founded a startup called Turbodega to help small grocers in emerging countries track their daily sales in real time. From value creation to marketing strategy, the content I learned in my MBA classes has been incredibly useful in this venture. I'm currently applying a methodology I learned in one of my courses to improve the efficiency of my company's marketing activities. Outside of class, access to the McGill Dobson Centre for Entrepreneurship helped me and my team to refine our product and value proposition. The McGill Dobson Centre went above and beyond to connect us to a network of alumni, mentors, investors, and customers. Today, Turbodega serves more than 1,000 bodegas. Using our software management tool, our customers enjoy a lower cost of goods, access to fair working capital lines of credit, and data-backed business advice. Becoming an entrepreneur has been the most fulfilling experience of my life.

**Julio Castañeda (Mexico)**  
MBA'19



# Dare to make your mark in Montréal

There's a reason Montreal claims the title of best student city in North America year after year. A thriving arts and cultural scene, low cost of living, low level of crime, and plentiful job opportunities attract students from all over the world. No matter what their background or creed, newcomers encounter the welcoming, tolerant vibe of a city that embodies "joie de vivre" and prioritizes a high quality of life. They join a young, diverse population of 1.7 million people who shape the city into a more appealing destination every year. Montreal has long enjoyed a reputation for being an artistic and culinary hotspot, but it has more recently evolved into a hub for technology, artificial intelligence (AI), and entrepreneurship as well. As the island pulses with the energy of constant growth and change, students have a unique opportunity to change and grow with it.



## Mont Royal

Montreal's largest public park offers nearly 500 acres of green space to exercise, picnic, and enjoy free entertainment. Walk, cycle, blade, or ski to the summit for a skyline view of the city.

## Igloofest

Every January, tens of thousands of Montrealers bundle up for an outdoor electronic music festival over four consecutive weekends.

## Iconic Restaurants

Montreal's culinary scene lives up to the hype. Head to St. Viateur Bagel for some of the world's best bagels, Schwartz's Deli for traditional Montreal smoked meat, and La Banquise for a heaping plate of poutine.

## Underground City

The largest underground city network in the world features 32 kilometres of restaurants, shops, metro stations, and entertainment venues to explore.

## Montreal Canadiens

Also referred to as the Habs, Montreal's professional ice hockey team packs large, passionate crowds into the downtown Bell Centre for home games.

## Lachine Canal

Once a major industrial hub, the Canal is now a haven for recreational boaters, runners, and cyclists along 14.5 kilometres of waterways and trails.

## Place des Arts

Canada's largest cultural and artistic complex is a mecca for fans of music, theatre, dance, and contemporary art.

## Old Port

Old-world charm meets new-world culture in the streets of the Old Port. Head down to the river to grab a drink at a rooftop bar, ride the Ferris wheel, or catch a performance of Cirque du Soleil.





Launch a career that matters →

## 2021 Employment statistics

Our placement rate of 91% within three months of graduation reflects our commitment to helping students invest in their future careers from the first day they arrive on campus.

As a McGill Desautels student, you will benefit from virtually endless opportunities to prepare for a career of impact:

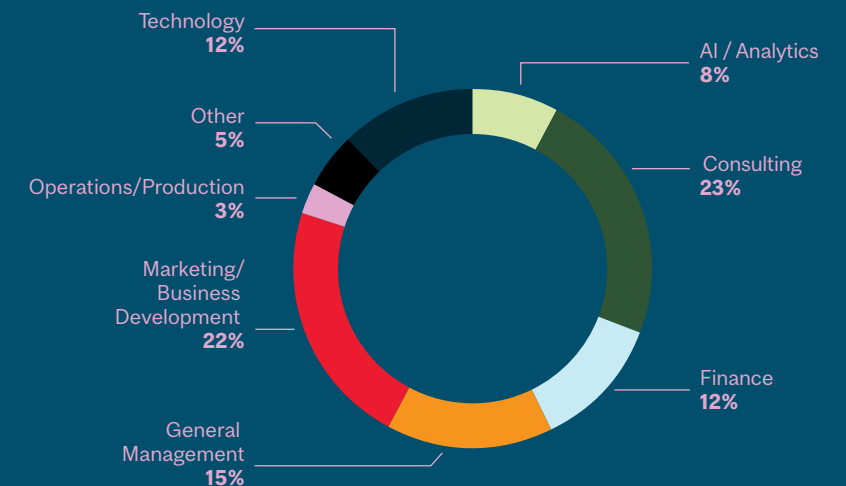
- One-on-one coaching sessions
- Interactive workshops on topics like resume and cover letter writing, interviewing, and networking.
- Company information sessions with industry professionals
- Advanced psychometric testing
- In-person networking opportunities through Faculty-led Toronto trip, Montreal career panels, and recruitment fairs.
- Prep programs in Consulting, Corporate strategy and Finance
- Online platform to connect with alumni and mentors

### Our MBA employment results

Placement within 3 months of graduation<sup>1</sup>

91%

## Employment by functional areas



<sup>1</sup> 91% placement based on 100% reporting.



## Admissions requirements

- Two years minimum of relevant full-time post-graduate work experience
- Transcripts from undergraduate and other graduate degrees
- Two professional letters of reference
- TOEFL or IELTS (when applicable)
- Three essay questions
- GMAT or GRE
- Curriculum vitae
- Interview (by invitation)

Ask about our

# \$2M+

in scholarships

## Take the next step

Submit your application by the following dates:		
<b>ROUND 1</b>	November 1	
<b>ROUND 2</b>	January 15	
<b>ROUND 3</b>	March 15	<b>Final deadline</b> (International students)
<b>ROUND 4</b>	May 1	<b>Final deadline</b> (Canadian citizens / Permanent residents)



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Business  
for change

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